

# GROWER UPDATE

#114 - August 2019



## FROM THE CHAIRMAN REBECCA SMITH

### REBECCA SMITH, RECENTLY APPOINTED WOOLS OF NEW ZEALAND CHAIR

You may have seen the recent announcement that Rosstan Mazey is leaving Wools of New Zealand as his family pursue their next adventure in Wellington. We wish Rosstan and his family much success and thank him for his four years of dedication to WNZ.

As we seek a new CEO, we've decided to shift some other people around to ensure we're leveraging the talent we have in our business. Mark Shadbolt is stepping into an Executive Director role enabling him to actively pursue new partnership and contract opportunities for WNZ offshore. This is a key pillar of our strategy – building long term profitable partnerships to create opportunities for your wool in new categories and markets.

I've stepped into the role of Chair to provide continuity for the team and drive a focused approach to achieving our strategy to change the game for our

business. Having been on the Board for the past two years, I've seen significant progress with a shift from WMDC to an independently commercial and profitable position. But there is no denying this is an incredibly challenging industry with some ingrained issues. Many of you have asked some challenging questions about greater industry collaboration, what potential exists for industry mergers, and whether the strong wool industry in New Zealand can take advantage of the growing consumer demand for natural and sustainable fibres. We're continuing to explore collaborations and participate in industry wide discussion but right now we need to remain firmly focused on building the partnerships we need to secure real and tangible results for our growers. I spent last week with our WNZ team and one thing I can say is that our people are absolutely committed to finding these opportunities for our wool. You've got a hard working and dedicated team who believe in a better future for strong wool.

I'm looking forward to guiding WNZ through this next phase over the coming months. In the meantime, if you have thoughts and views you would like to share with me (and I'm sure you do), please email me at [info.nz@woolsnz.com](mailto:info.nz@woolsnz.com). We'll be announcing details of our AGM shortly, so I also encourage you to come along, hear first-hand what's going on, and have your say.

Rebecca

## EXPRESSION OF INTEREST : MID MICRON

A number of our growers have made changes to their breeding programmes over recent years which is increasing the supply of mid-micron wool. In addition to the strong wool contracts and opportunities that we are continuing to develop, we need to also look at opportunities for our growers who have mid-micron wool 23 micron to 29 micron.

Aligned with this, Wools of New Zealand has developed relationships with customers who are using mid-micron wool, to find our growers new market opportunities. Initial meetings have demonstrated genuine interest in our points of difference, particularly the ability for the customers to carry the Wools of New Zealand brand into the market.

To enable WNZ to progress and develop proposals for customers we need to build a better understanding of the mid-micron wool supply available to us

If you are currently growing mid-micron wool it would assist us if you could provide the following information:

- Micron, Length and Colour
- Timing of shearing and when wool available
- Number of bales

## 2020 STANDARD LAMBSWOOL CONTRACT

Thanks to those of you who have already committed to one of our 2020 Lambswool contracts.

The 2020 EU Ecolabel contract has now closed and is fully subscribed.

We currently have volume remaining in the Standard Lambswool contract.

I urge you to act and sign-up quickly to ensure you benefit from the certainty that the lambswool contracts provide ahead of the new season.

### Specifications

- Length: 2-3" (50-75mm)
- Micron: 28-31.5
- Colour: 2.0 max
- VM: 0.2 max

### Price

- Tier 1 - \$5.80/kg clean (28-30 mic; 0.0 VM; 0.0-1.0 Y-Z)

- Tier 2 - \$5.50/kg clean (30.1-31.0 mic; or 0.1 VM; or 1.1-1.5 Y-Z)
- Tier 3 - \$5.20/kg clean (31.1-31.5 mic; or 0.2 VM; or 1.6-2.0 Y-Z)

### Payment

- 50% 60 days after wool accepted into contract
- 50% 180 days after wool accepted into contract

## 2020 HIGH COLOUR STANDARD LAMBSWOOL CONTRACT

There is also some volume remaining in the Standard High Colour Lambswool Contract.

### Specifications

- Length: 2-3" (50-75mm)
- Micron: 28-31.5
- Colour: 4.0 max
- VM: 0.2 max

### Price

- Tier 1 - \$4.50/kg clean (28-30 mic; 0.0 VM; up to-3.0 Y-Z)
- Tier 2 - \$4.30/kg clean (30.1-31.0 mic; or 0.1 VM; or 3.1-3.5 Y-Z)
- Tier 3 - \$4.10/kg clean (31.1-31.5 mic; or 0.2 VM; or 3.6-4.0 Y-Z)

### Payment

- 50% 60 days after wool accepted into contract
- 50% 180 days after wool accepted into contract

## CARPET RECYCLING AWARD

Carpet Recycling UK is a trade organisation that works with the industry and government to divert carpets from landfill. In the UK an estimated 400,000 Tonnes of carpets are sent to landfill. WNZ is part of this effort along with major European carpet brands to create a more sustainable end-of-life solution for wool carpets. To date 44% diversion of carpets from landfill has been achieved.



*"Carpet Recycling UK could not operate without support and funding from its members. In our membership we have some longstanding supporters who don't always get recognition for their direction and support, for going the extra mile."*

*This year's special award for Longstanding Support goes to a company that has been a long-term supporter of Carpet Recycling UK and its objectives since the start of the organisation over ten years ago now – Wools of New Zealand Limited.*

*Wools of New Zealand Limited not only supports Carpet Recycling UK in its aims; it supports the British textile flooring industry and works with companies across the supply chain on sustainability. We very much appreciate your efforts and believe this is well deserved."*



L-R : Steven Parsons, WNZ Brand & Business Development Manager and Robert Barker, Director of Carpet Recycling UK



## STAY IN TOUCH

Our team are always ready to help. Your best bet is to talk to your local Grower Liaison but you can find all of us at [www.woolsnz.com/contact-us](http://www.woolsnz.com/contact-us)